

2016 Annual Report

Minority, Female and Disabled Persons Program (MFP)



Office of Procurement
Division of Business Relations and Compliance

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Executive Summary

For FY16, 20.89% of the total amount of procurement dollars' subject to the Minority, Female and Disabled Persons (MFD) program requirements were awarded to Certified MFD businesses. MFD vendors were awarded \$189,492,304 of the \$907,194,062 in procurement dollars' subject to MFD requirements. Certified MFD vendors received 2,218 Purchase Orders (POs) or 36.83% of the total number of POs issued that were subject to MFD requirements (6,023). Additionally, in FY16, MFD businesses were awarded 43% of purchase orders in the non-professional services category.

However, it should be noted that major expenditures made on behalf of the county are not reflected in the MFD figures and may represent spending with MFD subcontractors that is not captured because the prime contractors are not required to disclose or the county has customarily failed to include this class of subcontractors when calculating business awards to MFD subcontractors. Every Fiscal Year, the County spends a significant amount on health and dental insurance benefits providers, (including Kaiser Foundation, Blue Cross Blue Shield, United HealthCare, United Concordia Dental, etc. On average, the county spends approximately \$200 million annually with these providers. While it is likely that these providers have MFD suppliers, each have a "Supplier Diversity" program that ensures minority participation and dollars spent that contribute to the economic health and reflect community diversity, this report does not include those dollars in the county's MFD spending calculations.

Additionally, in FY16, the county's annual spending on vehicles and original vehicle maintenance and parts spending is estimated at \$37,000,000. Like the health care providers, MFD subcontracting exist in the supply chain of this industry. However, the county has not customarily included the use of these subcontractors as a part of the county's MFD spending calculations. It should be noted that the FY16 waiver dollar value is sufficiently reduced to an unprecedented \$29,609,438 compared to previous years' waivers.

If these major categories were excluded, the adjusted eligible total of contract awards subject to MFD participation would decrease from \$907,194,062 to \$670,194,062 in FY16. Such an adjustment would cause a significant increase in MFD participation percentages, raising the numbers from 20.89% to 26.19%.

Important FY 16 Developments

Continuing our effort to address underutilization concerns raised in the 2014 GSPC disparity study and the recommendations reported by the Council's 2015 Minority Owned and Local Small Business Task Force (solution 17-1253), the Office of Procurement implemented the following programs/processes to improve and strengthen our MFD enforcement and compliance:

The Chief Administrative Officer (CAO) issued updated goals for procurement's four purchasing categories. The relevant categories and goals are:

• Professional Services	15%
• Non-Professional Services	22%
• Construction	21%
• Goods	15%

1. These goals were implemented on July 1, 2015 and were effective for all procurement activity during FY16.

2. Piloted PRISM, an on-line electronic reporting system management tool that tracks and monitors compliance activity used to conform to MFD compliance policies and regulation requirements that reports timely and precise payments. The prime and subcontractors will submit payment information issued and received to confirm compliance. The pilot was used in the areas of construction and IT.

3. Bill 48-14¹ was introduced and passed by the County Council and was implemented in October 2015. The bill adds additional points in the evaluation criteria to all RFPs with a maximum value of 10% of the total evaluation points to vendors with MFD status or participation. For the 3 quarters of FY16 that Bill 48-14 was implemented, the MFD office processed 44 RFPs. 145 prime contractors (58 MFD prime contractors and 87 non-MFD prime contractors) submitted 137 MFD subcontractors with their proposals. Comparing to FY15's 163 prime contractors (46 MFD prime contractors and 117 non-MFD prime contractors) with a total of 26 MFD subcontractors in their proposals responding to 44 RFPs, FY16's submissions showed that Bill 48-14 made significant increase in both MFD prime contractor participation as well as successfully encouraged prime contractors to proactively seek MFD subcontractors' participation when responding to County's RFP solicitations.

4. Contract Renewal (expiring contract in six months) and MFD waivers: If seeking renewals, an existing contract that received a full waiver is required to submit a new plan to the MFD program manager. As a result of this new re-examination process,

¹ Bill48-14 may be found here: http://www.montgomerycountymd.gov/COUNCIL/Resources/Files/bill/2014/20150414_48-14A.pdf

issuance of MFD compliance waivers dropped significantly. Waivers granted for FY16 had a dollar value of \$2,641,148 or 3.16% compared to waivers granted for FY15 with a dollar value of \$217,993,585 or 21.08%. In FY15, the number included over \$155 million contract awards toward vehicles and public safety supplies, for which MFD requirements were largely waived. Even when adjusted FY15 waivers down to \$62 million, FY16 waiver dollars were still less than half of FY15 waivers.

5. An Artificial Barriers Review is designed to eliminate language in the solicitation that would exclude minority firms or small businesses from participating in the process. The MFD office has increased its focus on reviewing artificial barriers, made necessary revisions to scope of work and evaluation criteria, or reduce or eliminate bonding requirements, thereby increasing opportunities for participation for small, local and MFD businesses.. Case reviews of artificial barriers have resulted in changes of scope of work, removing language in the evaluation criteria that prohibited or restricted vendors from competing and receiving low scores, eliminating and reducing bonding or insurance requirements thus removing financial and economic hardship in doing business with the County and producing savings to the County. The artificial barrier analysis had the greatest impact in the contract areas of construction, road paving, janitorial services, marketing and outreach services.

6. In accordance with Bill 48-14, the Office of Procurement has clarified that the requirement for Prime Contractors to subcontract with MFD vendors applies to MFD primes and non-MFD primes. The MFD office offers provides procurement education and technical assistance in an effort to strengthen the diversity of the County's economic base. The Local Small Business Reserve Program (LSBRP) and the MFD office have collaborated to promote healthy and sustainable business communities by providing information on procurement opportunities and technical assistance.

Background

Within the Office of Procurement, the Division of Business Relations and Compliance compiles an annual report on the Minority², Female and Disabled Persons Owned Business Program (MFD) which provides information required in accordance with Section 11B-61 of the Montgomery County Code and the Montgomery County Procurement Regulations.

The MFD Program assists registered vendors that hold at least one county-recognized certification (see Chart 1) in gaining opportunities as either prime contractors or sub-contractors for County contract awards with an estimated dollar value of \$50,000 or more³.

Minority Certifications Recognized By The County

Agency	Program	Description	Website
Maryland Department of Transportation	Minority Business Enterprise	MDOT Certified MBE and/or DBE Businesses (MDOT-MBE)	http://mbe.mdot.state.md.us
Virginia Department of Small, Women and Minority Owned Business Program	Small, Women and Minority	Virginia Small, Women, Minority Businesses (SWAM)	http://www.dmbc.virginia.gov/swamcert.html
Federal Small Business Administration	8(a) Program	8(a) Certified Businesses (SBA-8a)	http://dsbs.sba.gov
Women's Business Enterprise National Council	Women's Business Enterprise	Women's Business Enterprise (WBENC)	http://www.wbenc.org
Maryland/District of Columbia Minority Supplier Development Council	Minority Business Enterprise	Minority Business Enterprise(MSDC)	http://affiliate.nmsdc.org/mddc/
City of Baltimore	Minority and Women's Business Opportunity Office	Minority and Women's Business Opportunity Office (MWBOO)	http://cityservices.baltimorecity.gov/mwboo/

² Businesses owned by vendors in several socially disadvantaged groups may be eligible for certification and participation in the MFD program, including African American, Hispanic American, Asian American, Native American, Female and Persons with Disabilities

³ Grants, utilities, intra/inter-governmental procurements and non-profit organizations are not subject to the MFD requirements.

Section 11-B of the Montgomery County Code sets forth the procedures to facilitate the goal of the County Government to remedy the effects of discrimination by awarding a percentage of County contracts to MFD businesses and requires the Director of Procurement, with the assistance of the Using Departments to “actively and aggressively recruit certified MFD owned businesses for which a goal has been set.” Opportunities for MFD participation are tracked and monitored according to procurement purchasing categories.

Those purchasing categories are:

- Professional Services
- Non-Professional Services
- Goods
- Construction

To qualify to participate in the MFD subcontracting program, an MFD owned business must:

- 1) belong to an MFD group for which a goal has been set in the purchasing category and source selection method covering the work that is the subject of the subcontract;
- 2) be certified as an MFD owned business.

MFD Subcontracting Program

The MFD subcontracting goal is set by October 1 of each year based upon the most recent report that the County Executive submits under Section 11B-61(b) of the County Code to determine the availability of MFD owned businesses in the relevant geographic market area to perform work under County contracts. The Goals are posted on the County's MFD website: www.montgomerycountymd.gov/MFD

When a contract falls within the requirements of the MFD subcontracting plan, a contractor must subcontract a minimum percentage of the contract price to certified MFD owned businesses that are eligible to participate in the subcontracting program. Each contractor must submit a Subcontractor Performance Plan prior to undertaking performance under the contract, or at such earlier time as required by the Director.

An MFD Subcontractor Performance Plan must:

- (a) identify each MFD subcontractor;
- (b) identify the amount the contractor has agreed to pay each MFD subcontractor;
- (c) provide a copy of the language used in each MFD subcontract

County approval of the Subcontractor Performance Plan does not establish a contractual relationship between the County and the MFD subcontractor. In submitting the subcontracting performance plan to the County, the contractor agrees to notify the County regarding any proposed change to the subcontracting performance plan. Failure to submit documentation show-

ing compliance with the Subcontracting Performance Plan is grounds for imposing liquidated damages unless failure to comply with the Plan is the result of an arbitration decision in favor of the contractor or a waiver granted by the Director. Liquidated damages under this provision should equal the difference between all amounts the contractor has agreed to pay and all amounts actually paid MFD subcontractors, notwithstanding a relevant waiver or arbitrator's decision. Additionally, failure to show compliance with a Subcontractor Performance Plan must result in finding the contractor non-responsible for purposes of future procurements with the County during the next 3 years.

Waivers

The Director may waive (in whole or in part) an MFD subcontracting requirement imposed under Section 7.3.3 if the Director finds that:

- (a) it is unusually difficult or impossible for the contractor to meet a subcontracting requirement;
- (b) reasonable grounds exist to waive a subcontracting requirement;
- (c) the contract is awarded under an emergency procurement; or
- (d) the contractor belongs to a class of nonprofit entities for which the Director has determined that it would be impractical to require participation in the MFD Subcontracting Program.

It should be noted that the FY 16 waiver dollar value is sufficiently reduced to an unprecedented \$29,609,438 compared to previous years' waivers. There was a considerable drop of waivers for FY16 \$29,780,313 or 3.28% of total dollar amount subject to MFD, compared to waivers for FY15 \$217,993,585 or 21.08%. In FY15, the number included over \$155 million contract awards toward vehicles and public safety supplies, for which MFD requirements were largely waived. Even when adjusted FY15 waivers to \$62 million. FY16 waiver dollars were still less than half of FY15 waivers.

Outreach Efforts

A. Targeted Outreach events: These events, hosted by the Office of Procurement, are designed to assist MFD and LSBRP vendors in obtaining County contracting opportunities. In FY16, the effort to reach out to targeted audiences has tripled comparing to the number of events hosted by DBRC:

- Sept 24, 2015 -- non-profit outreach “How to do Business with Montgomery County”
- Sept 24, 2015 – Local, Small and Minority Vendor Meet and Greet on the Multi Agency Services Park Depots project
- Sept 29, 2015 – Business Innovation Network workshop (with Department of Economic Development)

- Oct 22, 2015 – Vendor Workshop: Business Financing and Risk Management
- Oct 26, 2015 – MFD Certification and Procurement Workshop (with African American Chamber)
- Nov 9, 2015 – Asian American and Pacific Islanders Meet and Greet (with Senator Susan Lee)
- Jan 29, 2016 – MFD vendor networking event
- Feb 16, 2016 – Prevailing Wage Law workshop
- Mar 14, 2016 – MFD Certification and Procurement Workshop (with African American Chamber)
- April 5, 2016 – Prevailing Wage Law workshop
- May 18, 2016 – Department of General Services Fleet Small Business Day
- June 8, 2016 -- Wheaton Redevelopment MFD Outreach Event

B. Networking Events: These events, hosted by external entities, help provide access to the local and minority vendors. Through panel discussions, seminars and match making sessions, vendors have an opportunity to gain detailed and individualized information regarding procurement processes and requirements, learn about particular procurement opportunities and obtain business development information. In FY16, the Office of Procurement, DBRC and the Division of Procurement participated as panelists or key speakers in the following events:

- Sept 3, 2015 – The Women Power Conference
- Sept 8, 2015 – Maryland Hispanic Business Conference
- Oct 6, 2015 – Maryland Washington Minority Contractors Association quarterly members meeting
- Oct 15, 2015 – Hispanic Chamber: Construction Forum
- Oct 28, 2015 – Capital Region Minority Supplier Development Council event
- Oct 29, 2015 – MFD workshop with Sage Solutions GTM
- Oct 29, 2015 – Baltimore Alliance Small Business Procurement Fair
- Dec 4, 2015 – Maryland Women Business Center Rockville: Certification workshop
- Dec 10, 2015 – Annual Minority Legislative Breakfast (by African American, Hispanic American and Asian American Chambers)

- Dec 14, 2015 -- Entrepreneurship Workshop featuring the SBA Admin (by Congressman John K. Delaney's)
- Feb 25, 2016 – Montgomery County Chamber of Commerce contract forum
- Mar 2, 2016 – East County Board Member meeting to introduce the new Procurement Office
- Mar 3, 2016 – Advocate for MBE! (by Hispanic Chamber)
- Mar 16, 2016 – MD Department of Labor Regulations workshop on wage programs
- Apr 6, 2016 – Government Procurement Conference (by Federal Business Council)
- Apr 14, 2016 -- Digital Marketing Summit
- Apr 27, 2016 – Capital Region Super Matchmaker Conference
- May 4, 2016 -- SBA 2016 Small Biz Conference
- May 12, 2016 – MCCC GovConNet Procurement Conference
- May 13, 2016 – MWMCA Annual Spring expo
- May 24, 2016 -- Prince George's County, Best Practices Forum: Supplier Diversity & Contract Compliance
- June 9, 2016 -- SSA Small Business Procurement Conference
- June 15, 2016 -- DC PTAC Small Biz Summit
- June 22, 2016 – Clark Construction Group 2016 Strategic Partnership Program Graduation Event
- June 23, 2016 – Maryland Live! Casino Minority Outreach Fair
- June 28, 2016 -- AMEX Open Business Summit

Awards

Ms. Cherri Branson, Director of the Office of Procurement, received the "Best County Government Administrator of the Year" award from the Maryland Washington Minority Companies Association on May 13, 2016.

Section I

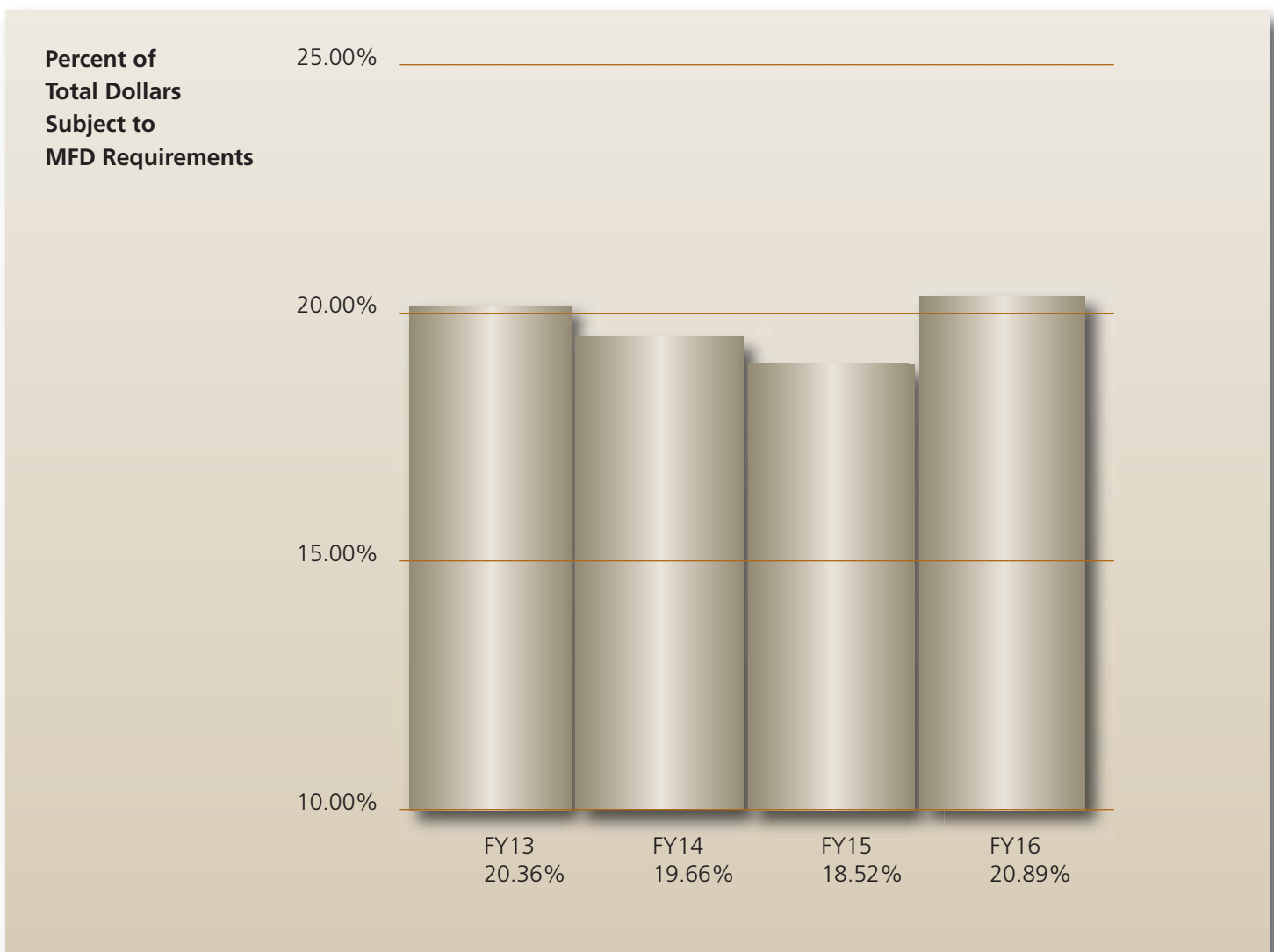
MFD Procurement Participation Report



FY13 – FY16 Comparison of MFD Contract Activity

Fiscal Year	Total \$ Subject to MFD	Total \$ Encumbered to MFD	Total # of Purchase Orders	Total # of Purchase Orders to MFD	% of Total \$ Encumbered to MFD	% of # of Purchase Orders to MFD
FY 16	\$907,194,062	\$189,492,304	6,023	2,218	20.89%	36.83%
FY 15	\$1,034,061,757	\$191,506,372	5,556	2,030	18.52%	36.54%
FY 14	\$750,190,650	\$147,501,193	6,301	2,233	19.66%	35.44%
FY 13	\$732,997,158	\$149,265,124	6,359	2,346	20.36%	36.89%

Chart 1: 4-year Comparison on MFD Encumbrances



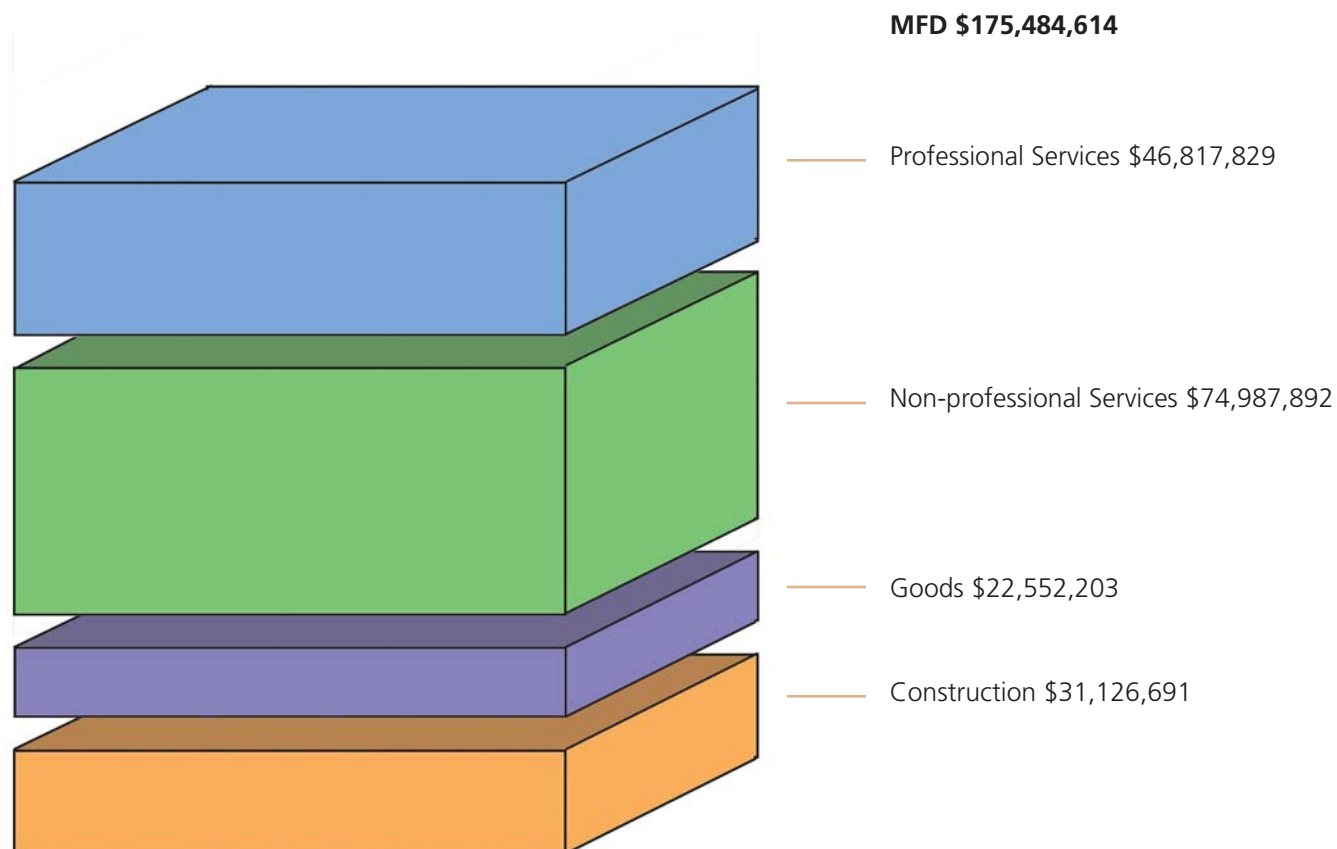
FY 16 MFD Contract Activity Summary by Procurement Category

MFD participation is measured in the following four procurement categories:

- Professional services
- Non-professional services
- Goods
- Construction

Procurement Category	Total \$ Subject to MFD	Total \$ Encumbered to MFD	Total # of Purchase Orders	Total # of Purchase Orders to MFD	% of Total \$ Encumbered to MFD	% of # of Purchase Orders to MFD
Professional Services	\$429,450,112	\$46,817,829	1,901	761	26.68%	34.31%
Non-professional Services	\$236,286,595	\$74,987,892	2,444	849	42.73%	38.28%
Goods	\$83,030,024	\$22,552,203	1,488	503	12.85%	22.68%
Construction	\$158,417,332	\$31,126,691	189	105	17.74%	4.73%
TOTAL	\$907,184,062	\$175,484,614	6,022	2,218	19.34%	36.83%

Chart 2: MFD Encumbrances by Procurement Category



Dollar Value to MFD Firms by Group, FY16

Professional Services

Total Dollars Subject to Goal: \$429,450,112 Total Actions: 1,901

Group	Total \$ Encumbered to MFD	% of Total \$ Encumbered to MFD	Total # of Actions to MFD Group	% of Total Actions by MFD Group	Comparison of FY16 to FY15
African American	\$9,729,659	2.27%	134	7.05%	30.46%
Asian American	\$21,535,135	5.01%	192	10.10%	-48.98%
Female	\$10,748,963	2.50%	303	15.94%	-27.33%
Hispanic American	\$4,495,090	1.05%	114	6.00%	22.09%
Native American	\$158,038	0.04%	6	0.32%	0.00%
Person with Disability	\$150,944	0.04%	12	0.63%	0.00%
Total	\$46,817,829	10.90%	761	40.03%	-31.66%

Non-Professional Services

Total Dollars Subject to Goal: \$236,286,595 Total Actions: 2,444

Group	Total \$ Encumbered to MFD	% of Total \$ Encumbered to MFD	Total # of Actions to MFD Group	% of Total Actions by MFD Group	Comparison of FY16 to FY15
African American	\$20,125,776	8.52%	247	10.11%	8.40%
Asian American	\$4,630,709	1.96%	49	2.00%	23.27%
Female	\$32,659,475	13.82%	334	13.67%	11.81%
Hispanic American	\$16,620,362	7.03%	197	8.06%	-19.47%
Native American	\$914,364	0.39%	11	0.45%	62.50%
Person with Disability	\$37,205	0.02%	11	0.45%	-75.00%
Total	\$74,987,892	31.74%	849	34.74%	2.85%

Dollar Value to MFD Firms by Group, FY16

Goods

Total Dollars Subject to Goal: \$83,030,024

Total Actions: 1,488

Group	Total \$ Encumbered to MFD	% of Total \$ Encumbered to MFD	Total # of Actions to MFD Group	% of Total Actions by MFD Group	Comparison of FY16 to FY15
African American	\$5,773,756	6.95%	111	7.46%	97.44%
Asian American	\$2,217,475	2.67%	28	1.88%	85.42%
Female	\$13,038,217	15.70%	342	22.98%	32.38%
Hispanic American	\$1,511,829	1.82%	19	1.28%	171.64%
Native American	\$0	0.00%	0	0.00%	-100.00%
Person with Disability	\$10,925	0.01%	3	0.20%	--
Total	\$22,552,203	27.16%	503	33.80%	50.30%

Construction

Total Dollars Subject to Goal: \$158,417,332

Total Actions: 189

Group	Total \$ Encumbered to MFD	% of Total \$ Encumbered to MFD	Total # of Actions to MFD Group	% of Total Actions by MFD Group	Comparison of FY16 to FY15
African American	\$3,085,710	1.95%	13	6.88%	65.25%
Asian American	\$286,759	0.18%	2	1.06%	-78.57%
Female	\$8,483,040	5.35%	22	11.64%	98.15%
Hispanic American	\$19,271,181	12.16%	68	35.98%	31.89%
Native American	\$0	0.00%	0	0.00%	--
Person with Disability	\$0	0.00%	0	0.00%	--
Total	\$45,134,381	28.49%	105	55.56%	104.38%

FY16 MFD Utilization and Availability

	Prime Contractor		Sub Contractor		Total Contractor		FY16 County Utilization	FY16 Availability*	FY17 Goal
Professional Services	Subject to MFD Requirements:				\$429,450,112	1,901			
African American	\$1,988,428	35	\$7,741,231	99	\$9,729,659	134	2%	8.25%	8.25%
Asian American	\$20,334,919	138	\$1,200,216	54	\$21,535,135	192	5%	4.11%	--
Female	\$7,803,009	158	\$2,945,954	145	\$10,748,963	303	3%	4.26%	4.26%
Hispanic American	\$2,639,190	46	\$1,855,900	68	\$4,495,090	114	1%	1.24%	1.24%
Native American	\$4,000	1	\$154,038	5	\$158,038	6	0%	0.11%	0.11%
Person with Disability	\$150,944	12	\$0	0	\$150,944	12	0%	0.80%	0.80%
Sub Total	\$32,920,490	390	\$13,897,339	371	\$46,817,829	761	10.90%	18.77%	14.66%
Non-Professional Services	Subject to MFD Requirements:				\$236,286,595	2,444			
African American	\$12,278,055	110	\$7,847,721	137	\$20,125,776	247	9%	12.57%	12.57%
Asian American	\$3,245,057	35	\$1,385,652	14	\$4,630,709	49	2%	3.49%	3.49%
Female	\$29,182,087	188	\$3,477,388	146	\$32,659,475	334	14%	5.46%	5.46%
Hispanic American	\$14,783,641	147	\$1,836,721	50	\$16,620,362	197	7%	2.58%	--
Native American	\$230,612	7	\$683,752	4	\$914,364	11	0%	0.08%	0.08%
Person with Disability	\$0	0	\$37,205	11	\$37,205	11	0%	0.62%	0.62%
Sub Total	\$59,719,452	487	\$15,268,440	362	\$74,987,892	849	31.74%	24.80%	22.22%
Goods	Subject to MFD Requirements:				\$83,030,024	1,488			
African American	\$1,125,033	38	\$4,648,723	73	\$5,773,756	111	7%	5.79%	5.79%
Asian American	\$295,440	10	\$1,922,035	18	\$2,217,475	28	3%	2.01%	2.01%
Female	\$7,780,816	130	\$5,257,401	212	\$13,038,217	342	16%	6.57%	6.57%
Hispanic American	\$709,545	7	\$802,284	12	\$1,511,829	19	2%	1.51%	1.51%
Native American	\$0	0	\$0	0	\$0	0	0%	0.11%	0.11%
Person with Disability	\$10,925	3	\$0	0	\$10,925	3	0%	0.75%	0.75%
Sub Total	\$9,921,759	188	\$12,630,444	315	\$22,552,203	503	27.16%	14.68%	14.68%
Construction	Subject to MFD Requirements:				\$158,417,332	189			
African American	\$2,920,210	12	\$165,500	1	\$3,085,710	13	2%	11.00%	11.00%
Asian American	\$0	1	\$286,759	1	\$286,759	2	0%	3.29%	3.29%
Female	\$8,006,340	19	\$476,700	3	\$8,483,040	22	5%	5.54%	5.54%
Hispanic American	\$19,079,855	64	\$191,326	4	\$19,271,181	68	12%	6.14%	--
Native American	\$0	0	\$0	0	\$0	0	0%	0.49%	0.49%
Person with Disability	\$0	0	\$0	0	\$0	0	0%	1.00%	1.00%
Sub Total	\$30,006,405	96	\$1,120,286	9	\$45,134,381	105	28.49%	27.46%	21.32%
Total Subject to MFD Requirements					\$907,184,062	6,022	20.89%		
Total MFD Procurement					\$189,492,304	2,218			

* The availability of minority businesses is based on the 2014 Disparity Study conducted by Griffin & Strong, Inc.

** According to County Code 11B.00.01.07.3.4.8(c), this category showed underutilization in at least one out of the last 4 years, a set goal is warranted.

Section II

MFD Participation by Request for Proposals (RFPs)



Total Dollars and Percent Value of Request for Proposals (RFPs) for Each MFD Group

- Dollar values for each group
- Number of proposals submitted by each group

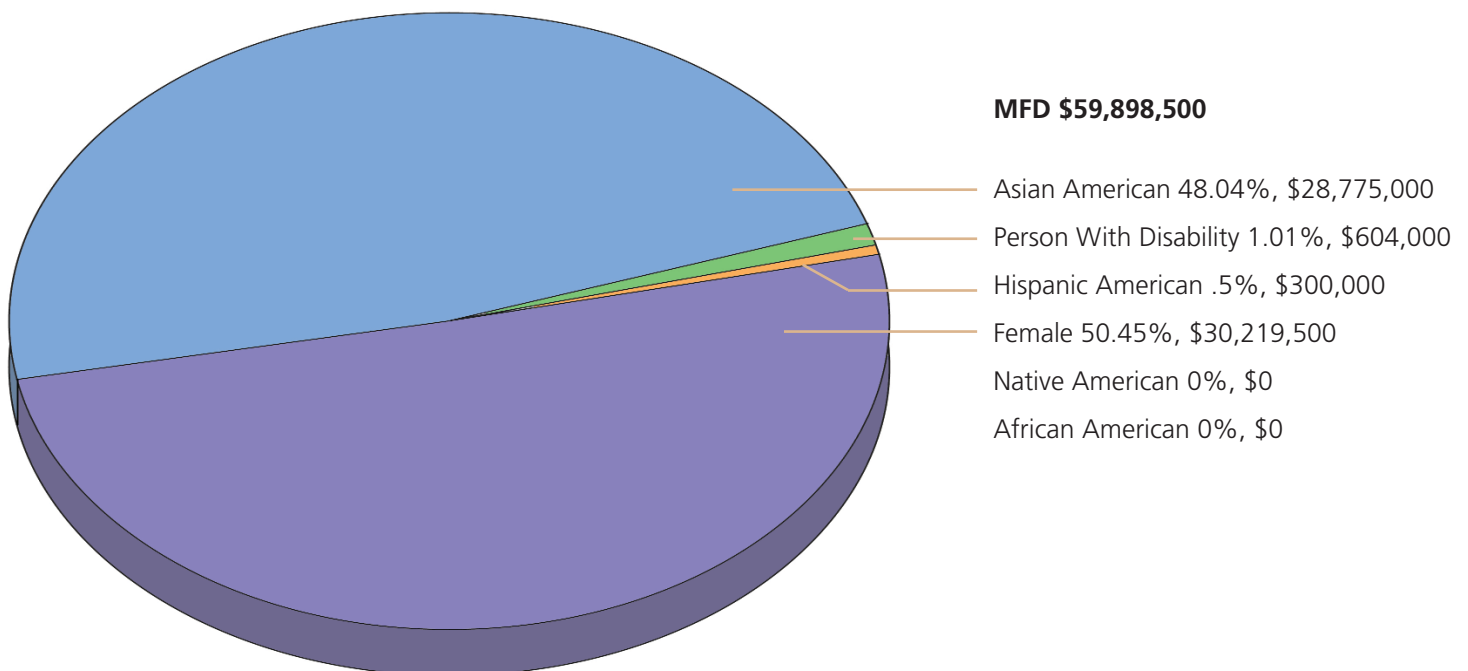
The RFP section of the MFD report is a result of proposals submitted in response to formal Requests for Proposals (RFPs) issued by the County during FY16. The report tracks the following information:

- Minority business groups and Non-minority businesses participating in the process only as prime contractors
- Break down of number of awards

The total dollar value for RFPs issued in FY16 was \$207,900,350. Of that amount MFD businesses were awarded **\$59,898,500** or **28.81%**. Out of 145 total RFP proposals submitted, 41 (28.28%) proposals were submitted by MFD businesses. A total of 55 RFP contract awards were issued. MFD businesses RFP contract award was 16 (29.09%).

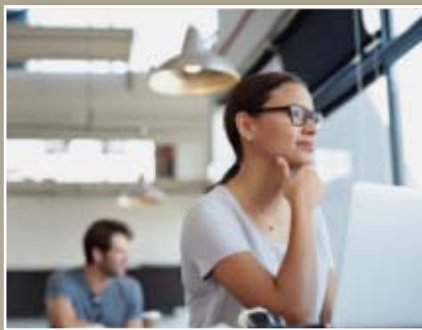
	# of Awards	% of # of Awards	Award Dollar Value	% of Dollar Value	% of Total MFD \$ (chart 3)	# of Proposals Submitted	% of Proposals Submitted
African American	0	0.00%	\$0	0.00%	0.00%	7	4.83%
Hispanic American	1	1.82%	\$300,000	0.14%	0.50%	3	2.07%
Asian American	5	9.09%	\$28,775,000	13.84%	48.04%	18	12.41%
Native American	0	0.00%	\$0	0.00%	0.00%	0	0.00%
Female	9	16.36%	\$30,219,500	14.54%	50.45%	12	8.28%
Person With Disability	1	1.82%	\$604,000	0.29%	1.01%	1	0.69%
Total MFD Businesses	16	29.09%	\$59,898,500	28.81%	100.00%	41	28.28%
Non-MFD Businesses	39	70.91%	\$148,001,850	71.19%	----	104	71.72%
Total Businesses	55	100.00%	\$207,900,350	100.00%	----	145	100.00%

Chart 3: RFP Award Dollars by MFD Group



Section III

MFD Participation by Invitation for Bids (IFBs)



Total Dollars and Percent Value of Invitation for Bids (IFBs) for Each MFD Group

- Dollar values for each group
- Number of bids submitted by each group

The IFB section of the MFD report is a result of bids submitted in response to formal Invitation for Bids (IFBs) issued by the County during FY16. The report tracks the following information:

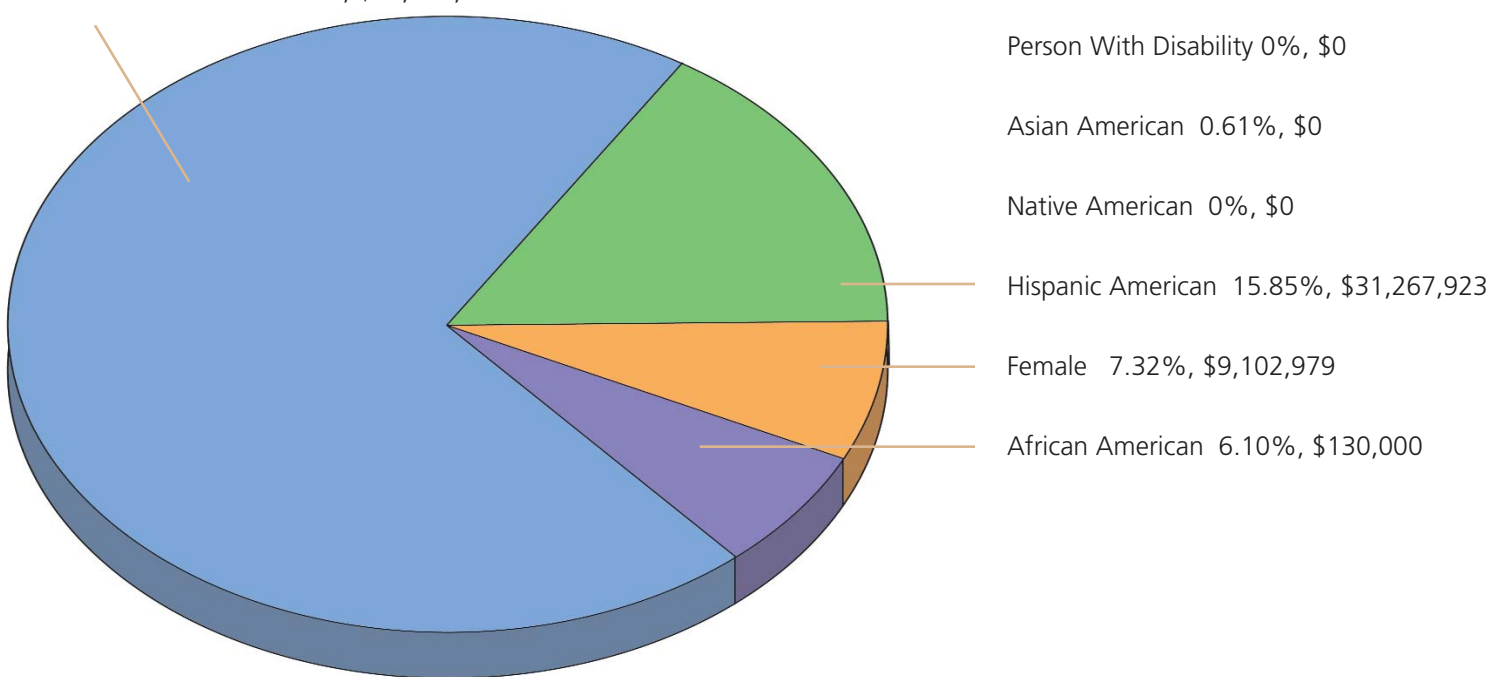
- Minority business groups and Non-minority businesses participating in the process only as prime contractors
- Break down of number of awards

The total dollar value for IFBs issued in FY16 was \$93,016,286. Of that amount MFD businesses were awarded **\$40,500,902** or **43.54%**. Out of 164 total bids responding to the IFBs, 49 (29.88%) bids were submitted by MFD businesses. A total of 75 IFB contract awards were issued. MFD businesses were awarded 9 (12.00%).

	# of Awards	% of # of Awards	Award Dollar Value	% of Dollar Value	% of Total MFD \$ (chart 4)	# of Bids Submitted	% of Bids Submitted
African American	1	1.33%	\$130,000	0.14%	0.32%	10	6.10%
Hispanic American	6	8.00%	\$31,267,923	33.62%	77.20%	26	15.85%
Asian American	0	0.00%	\$0	0.00%	0.00%	1	0.61%
Native American	0	0.00%	\$0	0.00%	0.00%	0	0.00%
Female	2	2.67%	\$9,102,979	9.79%	22.48%	12	7.32%
Person With Disability	0	0.00%	\$0	0.00%	0.00%	0	0.00%
Total MFD Businesses	9	12.00%	\$40,500,902	43.55%	100.00%	49	29.88%
Non-MFD Businesses	66	88.00%	\$52,515,385	56.46%	----	115	70.12%
Total Businesses	75	100.00%	\$93,016,286	100.01%	----	164	100.00%

Chart 4: IFB Award Dollars by MFD Group

Non-MFD Businesses 70.12%, \$52,515,385



Section IV

MFD Participation by Selected Departments



FY 15 Department MFD Participation Summary*

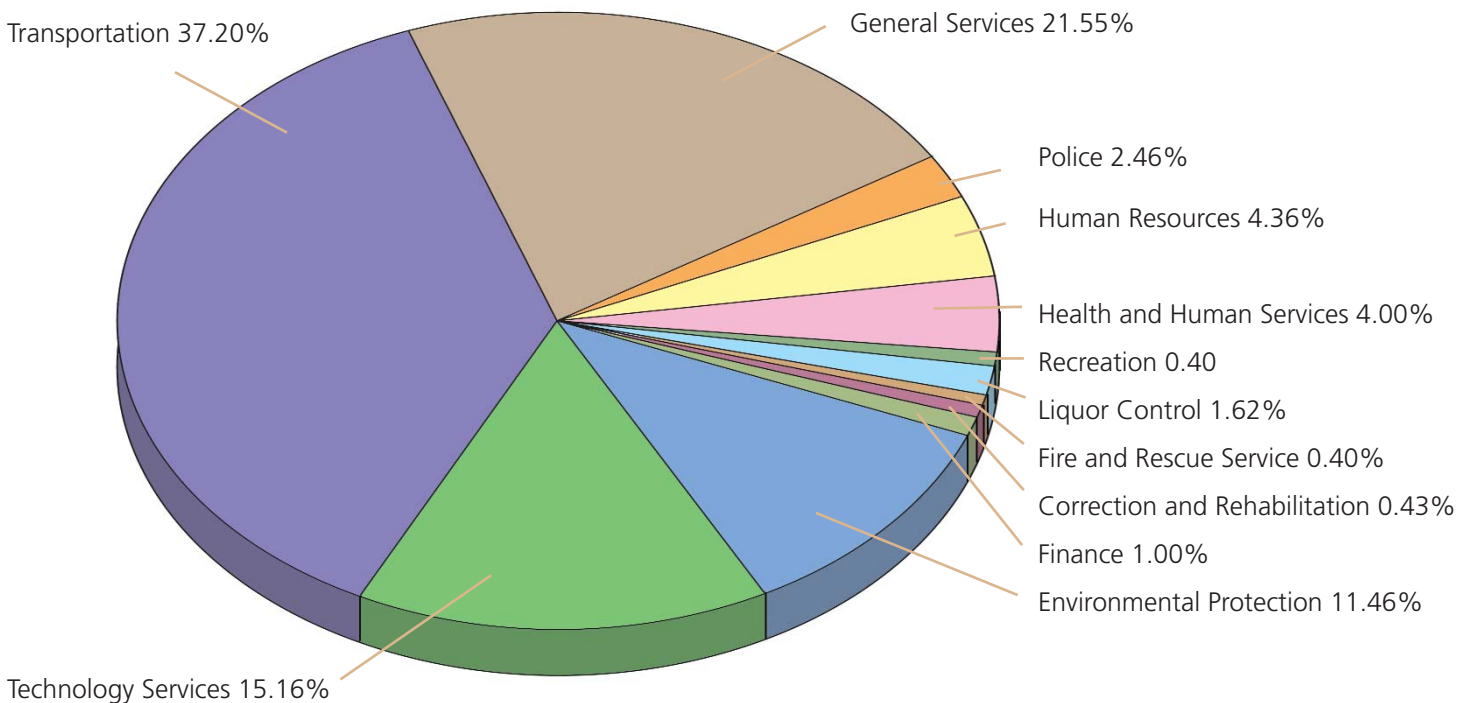
MFD participation by selected departments focuses on those departments that have procurements of any type exceeding \$5 million in the aggregate or procurements for professional services exceeding \$1 million in the aggregate. For FY16, 12 de-

partments met the criteria. The data reports for each of these departments on total dollars encumbered in all purchasing categories subject to MFD participation. Listed below is a summary of the 12 departments and their MFD utilization in FY16. Note that non-profit businesses are excluded from the MFD participation requirements.

Departments	FY16			
	Total \$ Subject to MFD	MFD Utilization (\$)	% of MFD Utilization	% of Total MFD \$ (Chart 5)
Transportation	\$196,671,622	\$68,943,151	35.05%	37.20%
Technology Services	\$101,388,739	\$28,092,587	27.71%	15.16%
Recreation	\$4,710,375	\$732,449	15.55%	0.40%
Police	\$23,929,047	\$4,550,697	19.02%	2.46%
Liquor Control	\$5,242,743	\$2,994,856	57.12%	1.62%
Human Resources	\$221,429,580	\$8,076,568	3.65%	4.36%
Health and Human Services	\$39,958,792	\$7,407,845	18.54%	4.00%
General Services	\$212,806,084	\$39,931,084	18.77%	21.55%
Fire and Rescue Service	\$7,459,703	\$749,766	10.05%	0.40%
Finance	\$10,870,816	\$1,850,439	17.02%	1.00%
Environmental Protection	\$64,190,602	\$21,245,660	33.10%	11.46%
Correction and Rehabilitation	\$3,577,186	\$740,578	20.70%	0.43%
TOTAL	\$892,235,289	\$185,315,580	20.77%	100.00%

* Detailed department reports can be viewed at the MFD website: www.montgomerycountymd.gov/mfd under MFD Annual Report FY16, as attachment 1.

Chart 5: FY16 MFD Encumbrances by Department



Section V

MFD Exclusions and Waivers



Procurements Excluded From Requirement: FY16

1. Exclusion By Regulations:

The total dollar value of all procurement transactions in FY16 which by regulation were not subject to the minority business requirements were:

Category of Procurement	Dollar Value
Grants	\$71,389,566
Public Entities	\$115,337,708
TOTAL	\$186,727,274

2. Waiver Summary

The total dollar value of contracts awarded with a waiver from minority business contracting requirements was **\$29,609,438**.

Compliance Waiver Summary – FY16

A. Total Value Subject to MFD Requirement	\$907,194,062
B. Total MFD Dollars Waived	\$29,609,438
C. Total Dollar Value of MFD Awards	\$175,494,614
D. Total Number of MFD Purchase Orders	2,218
E. Waiver Actions	261
F. Percent of Contract Dollars Waived (B Divided by A)	3.26%
G. Percent of Total Dollars to MFDs (C Divided by A)	19.34%

Waiver Process

The Director, Office of Procurement, may determine that a contractor has or has not satisfied the MFD requirements. The determination to waive the MFD requirements is based on the rationale that subcontracting cannot be effected. Examples of reasons for each type of waiver are provided on this page. On the next page, a number corresponding to the number of the reason for waiver given below (1 to 3) is used in the summary table of FY15 waivers.

The goal-setting process is intended to determine in advance of a contract the reasonable expectation that the awardee shall exercise good faith. At any time, the Director, Office of Procurement, may request a waiver, or the prospective contractors on their own initiative may request a waiver. The contractor must explain in writing to the Director why the goal could not be achieved. This explanation must demonstrate that the prime contractor's failure to meet the goal is for reasons beyond the contractor's control.

Waivers are granted for one of the following reasons:

1. Individuals contractors including Recreational Instructors, Doctors, Nurses, etc., where subcontracting is impractical.
2. MFD firms listed on the subcontracting plan hold certifications not accepted by Montgomery County or not CVRS registered.
3. Manufacturers or their certified distributors for certain products that are not available for contracting otherwise.
4. Proprietary services or products owned and controlled by the prime contractor.
5. Economically impracticable.
6. Vendor claims that they have in-house capacity to perform the services.

Purchasing Categories	Reason For Waiver						Total Waivers
	1	2	3	4	5	6	
Professional Services (PS)	43	1	3	5	1	30	83
Non-profession Services (NPS)	11	4	32	2	2	45	96
Goods	2	0	68	1	0	7	78
Construction	0	0	0	0	0	4	4
Total Number of Waivers:	56	5	103	8	3	86	261
Total Value of Waivers:	\$3,015,455	\$721,091	\$11,077,044	\$4,752,569	\$75,298	\$9,967,981	\$29,609,438

Supplier	LSBRP	Dept	Contract Description	Total Contract Value	Purchasing Categories	Waiver Reason
Tedi S Osias	Y	CCL	Consultant Services for a Legislative Liaison, Research and Policy Analyst	\$ 300,000	PS	1
Joan Schaffer	Y	CCL	consultant services for Grants Manager for the County Council	\$ 80,000	PS	4
MTG Management Consultants LLC		CCT	Technical Gap Analysis	\$ 89,165	PS	6
America's Charities, Inc.		CEC	Employee Giving Campaign	\$ 68,000	PS	6
SC&H Group, Inc.		CEX	Internal Audit Services	\$ 1,000,000	PS	6
Tri-State Ice Management LLC		CUPF	Outdoor Ice Rink Operations – Veterans Plaza	\$ 120,000	NPS	5
Van Scoyoc Associates Inc.		DED	Federal Government Relations and Public Advocacy for the DED and the Office of Intergovernmental Relations	\$ 500,000	PS	6
JG Business Link International		DED	Non-competitive - - Promote trade between the County companies and Korean companies	\$ 100,000	PS	6
Peninsula Plastics Limited		DEP	18-25 Gallon Recycling Bins	\$ 1,000,000	Goods	3
Toter, Inc.		DEP	35 & 65 Gallon Carts for Residential Curbside Paper/Cardboard Recycling	\$ 1,300,000	Goods	3
OptiRTC, Inc.		DEP	CMAC Technology for Storm Water Management	\$ 170,000	PS	6
American Scale & Equipment Company, Inc.		DEP	Maintenance and Repair of Truck Scales	\$ 100,000	NPS	6
Technical Environmental Services LLC		DEP	Maintenance of Meteorological Station and Data Processing	\$ 99,999	NPS	1
Street Traffic Studies, Ltd (Group II)		DEP	Traffic Engineering and Operations Consulting Services (Task 12291)	\$ 5,000	PS	6
CH2M HILL ENGINEERS, INC.		DEP	Water Quality Protection Charge Program Consulting Services	\$ 700,000	PS	6
Criswell Chevrolet Inc		DGS	vehicles	\$ 1,000,000	Goods	3
Criswell Performance Cars LLC DbA Criswell Chrysler Jeep Dodge		DGS	vehicles	\$ 1,000,000	Goods	3
Criswell Performance Imports, Inc., DBA Criswell Honda		DGS	vehicles	\$ 1,000,000	Goods	3
Criswell Nissan of Germantown, LLC DBA Criswell Nissan		DGS	vehicles	\$ 1,000,000	Goods	3
Criswell Nissan of Germantown, LLC DBA Criswell Nissan		DGS	vehicles	\$ 1,000,000	Goods	3
Truck Enterprises Hagerstown Inc		DGS	vehicles	\$ 1,000,000	Goods	3
Altec Industries, Inc		DGS	Additional MFD Waiver Approval	\$ 58,800	Goods	3
Altec Industries, Inc.		DGS	Aerial Lifts Bridge	\$ 400,000	Goods	3
Kiara's Landscaping Inc	Y	DGS	Amendment #4- Name Assignment	no value	NPS	6
Kiara's Landscaping Inc	Y	DGS	Amendment #5- Name Assignment	no value	NPS	2
Duarteck, Inc.		DGS	Assistive Listening Systems	\$ 120,000	Goods	3
LOOPER SERVICECENTER		DGS	Automotive Aftermarket Replacement Parts	\$ 22,500	Goods	3
JG PARKS AND SON INC		DGS	Automotive Aftermarket Replacement Parts	\$ 169,500	Goods	3
Khan Enterprises Inc. DBA Colonial Auction Services		DGS	Automotive Auction Services	\$ 100,000	NPS	6
The Best Battery Company Inc.		DGS	Automotive Generators, Alternators, Starters and Repair Service	\$ 600,000	NPS	1
Tilley Chemical Co., Inc.		DGS	Automotive Motor Oils, Lubricants, Greases and Related Items	\$ 900,000	Goods	6
The Best Battery Company Inc.		DGS	Bridge Contract	\$ 800,000	Goods	6

Supplier	LSBRP	Dept	Contract Description	Total Contract Value	Purchasing Categories	Waiver Reason
Sweeney BrNPSS, Inc. t/a MSF County Services		DGS	Bridge Contract for Automotive Fasteners	\$ 400,000	Goods	3
Groff Tractor & Equipment Inc.		DGS	Construction Equipment Repair Service and Replacement Parts	\$ 450,000	NPS	3
GreenPower Technology, LLC		DGS	Electrical Vehicle Charging Stations	\$ 300,000	Goods	3
Apex Companies LLC		DGS	Environmental Abatement	\$ 1,500,000	Goods	6
Ecotone Inc.		DGS	Environmental Monitoring of EMTOC	\$ 75,000	PS	6
Butler Woodcrafters, Inc.		DGS	Furniture (one time buy)	\$ 67,649	Goods	3
Glover Furniture and Design Group, Inc.		DGS	Furniture and Equipment	\$ 900,000	Goods	1
American Design Associates Inc.		DGS	Furniture and Equipment	\$ 150,000	Goods	3
Douron, Inc.		DGS	Furniture and Equipment	\$ 700,000	Goods	6
MOI, Inc.		DGS	Furniture and Equipment	\$ 900,000	Goods	6
National Office Furniture Inc.		DGS	Furniture and Equipment	\$ 900,000	Goods	6
Criswell Performance Cars LLC Db a Criswell Chrysler Jeep Dodge		DGS	FY 16 Public Safety Vehicles	\$ 49,080	Goods	3
Lindsay Ford LLC		DGS	FY16 Public Safety Vehicles	\$ 56,220	Goods	3
Hertrich Fleet Services Inc.		DGS	FY16 Public Safety Vehicles	\$ 55,487	Goods	3
Criswell Chevrolet Inc.		DGS	FY16 Public Safety Vehicles	\$ 69,703	Goods	3
CRW Parts Inc.		DGS	Heavy Duty Reline Program and Brake System Replacement Parts	\$ 1,200,000	Goods	3
Middleton & Meads Co. Inc.		DGS	Heavy Equipment Body Repair, Refurbish and Fabrication	\$ 140,000	NPS	6
Boland Trane Services, Inc.		DGS	HVAC refrigeration equipment and parts	\$ 200,000	Goods	3
Havtech Parts Division, LLC		DGS	HVAC refrigeration equipment and parts for County facilities from bridge MCPS series of contracts	\$ 200,000	Goods	3
WW Grainger, Inc.		DGS	Industrial Supplies and Equipment, Lighting Products, Janitorial Supplies and Equipment	\$ 1,200,000	Goods	3
DIW Group, Inc. t/a Specialized Engineering		DGS	Inspection and Materials Testing Services	\$ 288,000	NPS	6
Old Dominion Brush Co		DGS	Leafloader Replacement Parts	\$ 10,336	Goods	6
Eastern Lift Truck Co., Inc.		DGS	Lift Trucks, Burden Carriers & Tow Tractors	no value	Goods	3
Alternative Handling Technologies, LLC		DGS	Maintenance Services and Software Support for KARDEX Remstar System	\$ 100,000	PS	4
Hess Construction + Engineering Services, Inc.		DGS	Montgomery County Multi-Agency Service Park Public Safety Training Academy	\$ 377,088	Construction	6
Carl Henry Rogillo, Jr. d/b/a Services by Carl		DGS	Non-competitive/Sole Source Procurement for Management and Maintenance Consulting Services	\$ 80,000	PS	1
Criswell Performance Cars LLC Db a Criswell Chrysler Jeep Dodge		DGS	Off-the-Lot New Vehicles and Equipment All GVWRs Through Class 7 26,000 lb. GVWR	\$ 500,000	Goods	3
Criswell Chevrolet Inc		DGS	Off-the-Lot New Vehicles and Equipment All GVWRs Through Class 7 26,000 lb. GVWR	\$ 500,000	Goods	3
Criswell Nissan of Germantown, LLC DBA Criswell Nissan		DGS	Off-the-Lot New Vehicles and Equipment All GVWRs Through Class 7 26,000 lb. GVWR	\$ 500,000	Goods	3
Criswell Performance Imports, Inc., DBA Criswell Honda		DGS	Off-the-Lot New Vehicles and Equipment All GVWRs Through Class 7 26,000 lb. GVWR	\$ 500,000	Goods	3
Lindsay Ford LLC		DGS	Off-the-Lot New Vehicles and Equipment All GVWRs Through Class 7 26,000 lb. GVWR	\$ 500,000	Goods	3
Fairfax Hyundai, Inc.		DGS	Off-the-Lot New Vehicles and Equipment All GVWRs Through Class 7 26,000 lb. GVWR	\$ 500,000	Goods	3

Supplier	LSBRP	Dept	Contract Description	Total Contract Value	Purchasing Categories	Waiver Reason
Mansouri, Inc.		DGS	Off-the-Lot New Vehicles and Equipment All GVWRs Through Class 7 26,000 lb. GVWR	\$ 500,000	Goods	3
Herb Gordon Auto Group Dba Herb Gordon Nissan		DGS	Off-the-Lot New Vehicles and Equipment All GVWRs Through Class 7 26,000 lb. GVWR	\$ 500,000	Goods	3
Hertrich Fleet Services Inc.		DGS	Off-the-Lot New Vehicles and Equipment All GVWRs Through Class 7 26,000 lb. GVWR	\$ 500,000	Goods	3
Apple Ford Inc.		DGS	Off-the-Lot New Vehicles and Equipment All GVWRs Through Class 7 26,000 lb. GVWR	\$ 500,000	Goods	3
Truck Enterprises Hagerstown Inc.		DGS	Off-the-Lot New Vehicles and Equipment All GVWRs Through Class 7 26,000 lb. GVWR	\$ 500,000	Goods	3
The Myco Companies, Inc.		DGS	Preventive Maintenance Service, Repair Service and Parts; Soaps and Detergents for Vehicle Wash Systems	\$ 150,000	NPS	3
Aireco Supply, Inc. dba M & M Controls		DGS	purchase hvac/refrigeration equipment and parts	\$ 200,000	Goods	3
Henley Construction Co., Inc.		DGS	Renovation and Expansion of the Existing Gaithersburg Library	\$ 98,576	Construction	6
American Reprographics, Inc.		DGS	Reproduction and Copying of Engineering Drawings	\$ 42,139	NPS	6
Red Wing Brands of America Inc.		DGS	safety shoes	\$ 150,000	Goods	3
Saf-Gard Safety Shoe Company		DGS	safety shoes from bridge contract	\$ 100,000	Goods	3
Montgomery Scrap Corporation		DGS	Scrap Metal Removal Service	\$ 100,000	NPS	6
Snap-On Industrial HR		DGS	Shop Equipment, Tools and Replacement Parts and Repair Service	\$ 250,000	NPS	3
Hughes Group Architects, Inc		DGS	Silver Spring Fire Station #25	\$ 254,000	PS	6
Highway & Safety Services, Inc.	Y	DGS	Site Work - Construction and Rehabilitation	\$ 183,260	Construction	6
Highway & Safety Services, Inc.	Y	DGS	Site Work - Construction and Rehabilitation	\$ 105,000	Construction	6
KIARA'S LANDSCAPING, INC.	Y	DGS	Snow Removal Services at County Facilities - Group I	\$ 1,140,000	NPS	6
Energy Systems Group, LLC		DGS	Task No. 3 - Task Order Contracts for Energy Savings Performance Contracting Services	\$ 200,000	PS	3
ARCADIS US, Inc		DGS	Task Order Contracts for Construction Management Services	\$ 64,800	PS	6
Ameresco, Inc.		DGS	Task Order No. 2B. - Task Order Contracts for Energy Savings Performance Contracting Services	\$ 3,533,466	PS	2
Ameresco, Inc.		DGS	Task Order No. 5-A. Task Order Contracts for Energy Savings Performance Contracting Services	\$ 62,328	PS	6
Valerie Myers t/a Myers DB Management		DGS	Utility Management Services	\$ 450,000	PS	1
General Automotive Service Center, Inc.		DGS	Vehicle Maintenance Repair and Inspection Services	\$ 800,000	NPS	6
TCS Interpreting, Inc.	Y	DGS	Visual Communication Services	\$ 180,000	NPS	1
Kiara's Landscaping, Inc.	Y	DHCA	Residential Landscape and Solid Waste Removal Services for the Clean and Lien Program	\$ 175,000	NPS	6
GovDeals, Inc		DLC	Online Auction Services	\$ 200,000	NPS	6
Midwest Retail Acquisition dba Midwest Retail Services, Inc.		DLC	Streater Brand Shelving	\$ 400,000	Goods	3
Lancaster Foods, LLC		DOCR	Bridge Contract for fresh produce for inmates house in the Department of Correction - Increase contract total value from \$750,000 to \$1,000,000	\$ 250,000	Goods	3
FRIENDSHIP CABLE OF TEXAS INC.		DOCR	Custom Cable Television Services	\$ 150,000	NPS	6
Ronald I Weiner PhD LLC	Y	DOCR	Informal Contract - Sex offender treatment services for residents at the Prerelease & Reentry Service Center	\$ 100,000	PS	1

Supplier	LSBRP	Dept	Contract Description	Total Contract Value	Purchasing Categories	Waiver Reason
Uniforms Manufacturing, Inc.		DOCR	Inmate Coveralls/Jumpsuits	\$ 102,000	Goods	3
Radiation Physics Inc.		DOCR	Mobile X-Ray, ECG, Sonogram, Echocardiogram & Ultrasound Services	\$ 118,740	NPS	3
Dentrust Dental Maryland, P.A.		DOCR	Onsite dental services for inmates	\$ 210,000	PS	1
American Prison Data Systems, PBC		DOCR	Tablets designed to operate within the secure and restricted environment of the County's Correctional Facilities	\$ 60,000	Goods	4
Kiara's Landscaping Inc.	Y	DOT	Amendment #3, Name Assignment	no value	NPS	2
HUB Parking Technology USA, Inc.		DOT	Parking Services	\$ 1,336,724	NPS	6
ZipCar, Inc.		DOT	Car Share	\$ 215,000	NPS	6
American Paving Fabrics, Inc.		DOT	Emulsified Liquid Asphalt and Distributor Services (Primary Group III and IV, Secondary Group I)	\$ 600,000	Goods	3
HUB Parking Technology USA Inc.		DOT	Equipment and Software Maintenance Services (noncompetitive procurement)	\$ 1,330,756	NPS	4
Associated Supply Industries, Inc.		DOT	Furnish Cold Patch Material	\$ 200,000	Goods	1
Belair Road Supply Co. Inc.		DOT	Furnish Cold Patch Material	\$ 150,000	Goods	3
Kolob Industries, LLC		DOT	Furnishing of Blank and Finished Aluminum Bus Stop Signs	\$ 56,000	Goods	3
Kline, LLC t/a Pleasants Paving		DOT	Hot Mix Asphalt, Bituminous Concrete - Plant Pick Up	\$ 5,000,000	Goods	3
Maryland Paving-Woodbine, LLC		DOT	Hot Mix Asphalt, Bituminous Concrete - Plant Pick Up	\$ 2,000,000	Goods	3
CN Robinson Lighting Supply Company		DOT	lamps & ballasts	\$ 850,000	Goods	3
Lighting Maintenance, Inc.		DOT	Maintenance of Underground-Fed County Owned Streetlights	\$ 9,998,333	NPS	6
Maryland Paving-Woodbine, LLC		DOT	Name Assignment from Parrott Materials Company	no value	Goods	3
Maryland Paving-Woodbine, LLC		DOT	Name Assignment from Parrott Materials Company	no value	Goods	3
Serco, Inc.		DOT	Parking Enforcement (bridge)	\$ 1,000,000	NPS	6
CARACAL ENTERPRISES LLC d/b/a Ventek International		DOT	Pay-by space Equipment Maintenance	\$ 100,000	NPS	6
Montgomery Concrete Operations, LLC		DOT	Premixed Concrete Delivered	\$ 1,128,000	Goods	3
ITS Mid-Atlantic, Inc.		DOT	Purchase Multi-Space Pay Stations	\$ 200,000	Goods	3
Markus Enterprises, Inc.		DOT	Road Equipment Services	\$ 200,000	NPS	1
Broadleaf Grounds Works LLC		DOT	Road Equipment Services	\$ 200,000	NPS	1
Ross Contracting Inc		DOT	Road Equipment Services	\$ 200,000	NPS	1
Bacon Company LLC		DOT	Road Equipment Services	\$ 200,000	NPS	1
Rasevic Snow Services Inc		DOT	Road Equipment Services	\$ 200,000	NPS	1
Damascus Enterprises Inc		DOT	Road Equipment Services	\$ 200,000	NPS	2
Roche Bros Inc		DOT	Road Equipment Services	\$ 200,000	NPS	2
Todd Greenstone Custom Farming, Inc.		DOT	Road Equipment Services	\$ 100,000	NPS	3
Excel Tree Expert Co., Inc		DOT	Road Equipment Services	\$ 100,000	NPS	3
Lambs Knoll Enterprise, LLC		DOT	Road Equipment Services	\$ 100,000	NPS	3
ContechPro, LLC		DOT	Road Equipment Services	\$ 100,000	NPS	3
Big T Lawn & Landscaping LLC	Y	DOT	Road Equipment Services	\$ 200,000	NPS	3

Supplier	LSBRP	Dept	Contract Description	Total Contract Value	Purchasing Categories	Waiver Reason
Dellabrook Nursery & Landscaping Inc Grey Goose Farms		DOT	Road Equipment Services	\$ 200,000	NPS	3
Key Sanitation, Inc		DOT	Road Equipment Services	\$ 200,000	NPS	3
Windy Way Greener Solution LLC		DOT	Road Equipment Services	\$ 200,000	NPS	3
Four Seasons Landscaping		DOT	Road Equipment Services	\$ 100,000	NPS	3
Bush Creek Tree Service, LLC		DOT	Road Equipment Services	\$ 200,000	NPS	3
Newlawns Inc		DOT	Road Equipment Services	\$ 100,000	NPS	3
Jack Hall DBA Hall's Lawn Service		DOT	Road Equipment Services	\$ 200,000	NPS	3
Olney Gardens Inc	Y	DOT	Road Equipment Services	\$ 200,000	NPS	3
A & C PLOWING		DOT	Road Equipment Services	\$ 200,000	NPS	3
Abbott's Tree, Lawn and Landscaping, LLC		DOT	Road Equipment Services	\$ 200,000	NPS	3
GEC CORP		DOT	Road Equipment Services	\$ 200,000	NPS	3
Luther Contracting LLC		DOT	Road Equipment Services	\$ 100,000	NPS	3
Our Boys Services LLC		DOT	Road Equipment Services	\$ 200,000	NPS	3
Hamilton Site Construction Inc		DOT	Road Equipment Services	\$ 100,000	NPS	3
King of Landscaping LLC		DOT	Road Equipment Services	\$ 200,000	NPS	3
Professional Lawns		DOT	Road Equipment Services	\$ 100,000	NPS	3
Harland J Shoemaker & Son Inc		DOT	Road Equipment Services	\$ 200,000	NPS	3
Natural Landscaping / Lester Omar Ceron Calderon		DOT	Road Equipment Services	\$ 100,000	NPS	3
D & D TRUCKING COMPANY LLC		DOT	Road Equipment Services	\$ 200,000	NPS	5
A.B. Veirs and Sons, Inc.	Y	DOT	Road Equipment Services	\$ 100,000	NPS	6
R J Landscape Contractors Inc		DOT	Road Equipment Services	\$ 200,000	NPS	6
Monocacy Custom Services, Inc.		DOT	Road Equipment Services	\$ 200,000	NPS	6
Nelson Trucking LLC	Y	DOT	Road Equipment Services	\$ 200,000	NPS	6
Sivert Enterprises Inc		DOT	Road Equipment Services	\$ 200,000	NPS	6
T.L. Raines Enterprises, LLC		DOT	Road Equipment Services	\$ 200,000	NPS	6
Anderson Tree Service Inc		DOT	Road Equipment Services	\$ 100,000	NPS	6
Alvarado Hauling, LLC		DOT	Road Equipment Services	\$ 100,000	NPS	6
C & C Custom Lawn Care, Inc.		DOT	Road Equipment Services	\$ 200,000	NPS	6
Delga2's Trucking, Inc.		DOT	Road Equipment Services	\$ 200,000	NPS	6
Divine Landscaping, Inc.		DOT	Road Equipment Services	\$ 100,000	NPS	6
Connelly and Associates, Inc.		DOT	Road Equipment Services	\$ 100,000	NPS	6
Lapinski's Landscaping Inc.		DOT	Road Equipment Services	\$ 100,000	NPS	6
RR&G Trucking Services Inc.		DOT	Road Equipment Services	\$ 200,000	NPS	6
Sun Services LLC		DOT	Road Equipment Services	\$ 100,000	NPS	6
Mid Atlantic AG Consulting Inc.		DOT	Road Equipment Services	\$ 200,000	NPS	6

Supplier	LSBRP	Dept	Contract Description	Total Contract Value	Purchasing Categories	Waiver Reason
E&J Hall and Son's Trucking LLC		DOT	Road Equipment Services	\$ 100,000	NPS	6
A. Morton Thomas and Associates, Inc. (Group III)		DOT	Traffic Engineering and Operations Consulting Services (Signage & Pavement Marking Inspector #20)	\$ 9,757	PS	6
STV, Inc. (Group IV)		DOT	Traffic Engineering and Operations Consulting Services (Underground) Utility Locating Services TASK ORDER	\$ 60,000	PS	6
Asplundh Tree Expert Co		DOT	Tree Maintenance and Removal Services	\$ 4,000,000	NPS	6
Apollo Video Technology, LLC		DOT	Video Monitoring and Surveillance Recording Systems Equipment & Parts.	\$ 22,000	Goods	3
EMC Corporation		DPS	Software updates and Upgrades for Licensed Software	\$ 25,670	PS	4
EMC Corporation		DPS	Software Updates and Upgrades for Licensed Software	\$ 43,366	PS	4
Motivate International, Inc.		DTS	BikeShare: Operations & Maintenance Services (O&M).	\$ 7,100,630	NPS	6
Catherine R. Grubman	Y	DTS	Cable Television Producer Services	\$ 300,000	PS	6
Verizon Maryland LLC		DTS	Local Telecommunications Services and NPS related products and services (State of Maryland Bridge).	\$ 22,000,000	NPS	4
Catherine R Grubman	Y	DTS	Montgomery County Government Access Channel Cable Television Producer Services	\$ 300,000	PS	1
Ronald J Gregory DBA G2 Media	Y	DTS	Montgomery County Government Access Channel Cable Television Producer Services	\$ 300,000	PS	1
Susan Kenedy-Hood	Y	DTS	Montgomery County Government Access Channel Cable Television Producer Services	\$ 300,000	PS	1
Fiscal Technologies, Inc.		FIN	Accounts Payable Forensic Auditing Software	\$ 123,050	PS	4
The Bank of New York Mellon Corporation		FIN	Custody and Settlement Services	\$ 35,000	PS	6
David T Fleming		FIN	Operational Assistance to the Division of Risk Management	\$ 97,900	NPS	1
MSDSPRO, LLC		FIN	Safety Data Sheet Services	\$ 94,375	NPS	6
Roger M Stone MD PA		FRS	Emergency Medical Services Medical Director	\$ 690,000	PS	1
Safeware, Inc.		FRS	Fire Department Tools, Equipment, Hoses, and Appliances	\$ 60,000	Goods	3
Morgans, Inc.		FRS	Firefighter Uniform Footwear	\$ 455,722	Goods	3
Heroes Supply, LLC		FRS	Firefighting Supplies and Repair Services	\$ 200,000	NPS	1
Maryland Fire Equipment Corporation	Y	FRS	Firefighting Supplies and Repair Services	\$ 3,000,000	NPS	3
Roberts Oxygen Company, Inc.		FRS	Medical Grade Oxygen Delivery	\$ 250,000	Goods	3
EXP Pharmaceuticals Services Corporation		FRS	Pharmaceutical Return Services	\$ 200,000	PS	3
Municipal Emergency Services, Inc.		FRS	Scott Safety SCBA Devices and Associated Services	\$12,200,000	NPS	3
Quince Orchard Veterinary Hospital, Inc.	Y	FRS	Veterinary Services	\$ 99,999	PS	6
Interactive Voice Applications, Inc. (IVA)		HHS	Cost Allocation Plan and Random Moment Time Study	\$ 610,000	PS	6
Jessa Medical Supplies, Inc.		HHS	Disposable Medical Supplies and Durable Medical Equipment	\$ 750,000	Goods	3
Innovations in Education, LLC		HHS	Early Childhood Consultants: Mental Health Consultation, Training and Technical Assistance	\$ 320,000	PS	1
Homecare Solutions, Inc. DBS Visiting Angels		HHS	Home Care Services/Case Management Services	\$ 375,107	PS	6
Mckesson Medical Surgical Minnesota Supply Inc.		HHS	Medical Supplies and Non-Pharmacy Products	\$ 450,000	Goods	3
Advance Home Support, Inc.		HHS	Nurse Monitor Services	\$ 2,600,000	PS	1
Specialty Care Services, Inc.		HHS	Nurse Monitor Services	\$ 2,600,000	PS	6

Supplier	LSBRP	Dept	Contract Description	Total Contract Value	Purchasing Categories	Waiver Reason
Home Care Solutions Inc. DBA Visiting Angels		HHS	NUSRE monitor services	\$ 2,600,000	PS	6
Global Grant Solutions, LLC		HHS	Provides assistance in grant writing and development for the Director's Office of DHHS.	\$ 30,000	PS	1
Valerie J. Mann		HHS	Provides assistance in grant writing and grant development for the Director's Office of DHHS.	\$ 30,000	PS	1
RBW Strategy, LLC		HHS	Provides assistance in grant writing and grant development for the Director's Office of DHHS.	\$ 30,000	PS	1
Abi Jinadu-Mustapha		HHS	Provides for housing subsidies through the Housing Initiative Program under Executive Regulation 20-12 to assist homeless individuals and families.	\$ 115,576	PS	1
Etrulia R.Lee		HHS	Provides for training and technical assistance to family child care providers through the MCCRRC and the MSDE programs from Open Solicitation No. 1035882.	\$ 210,000	PS	1
Yonette Simpson		HHS	Provides Professional Dental Services for the County's Public Health Dental Clinics.	\$ 150,000	PS	1
Kelley Hu, D.D.S.		HHS	Provides Professional Dental Services for the County's Public Health Dental Clinics.	\$ 240,000	PS	1
John W. Drumm DMD		HHS	Provides professional dental services for the County's Public Health dental clinics.	\$ 300,000	PS	3
Community Raiology Associates, Inc.		HHS	Provides services for the County's Women Cancer Control Program	\$ 70,000	PS	6
Sanofi Pasteur, Inc.		HHS	Purchase of Rabies and Adacel Vaccines for County Public Health Clinics (MMCAP)	\$ 300,000	Goods	3
Children's Pediatricians and Associates, LLC		HHS	School Based Health & Wellness Centers	\$ 1,995,861	PS	6
Children's Pediatricians and Associates LCC		HHS	School Based Health and Wellness Centers	\$ 5,685,200	PS	6
Laboratory Corporation of America Holdings		HHS	Specialized Lab Testing for HIV Patients	\$ 113,000	PS	6
FORMost Graphic Communications, Inc.	Y	LIB	Informal Solicitation: Patron Plastic Library Card/Key Tag Combination Sets	\$ 50,970	Goods	3
Unique Management Services, Inc.		LIB	Library Materials Recovery and Notification Services	\$ 34,200	PS	5
KDWILLIAMS CONSULTING LLC		OHR	Consulting Services - County's Candidate Qualification Process	\$ 100,000	PS	1
Sanguine Investigations LLC		OHR	Breath Alcohol Testing and Urine Drug Collection Services	\$ 325,632	PS	6
Krauthamer & Associates		OHR	Executive Search Services	\$ 50,000	PS	6
Kenneth H. Pritchard dba Bay-River Associates		OHR	Occupational Classification Studies	\$ 500,000	PS	1
David Scott Mack		OMB	David Mack - Operational Assistance for OMB	\$ 90,000	PS	1
Fitness Resource Retail LLC A Johnson Health Tech Company		POL	Bridge Contract with Fairfax	\$ 110,000	NPS	3
KMEK Corporation d/b/a Keyston Precision Instruments		POL	Collision Reconstruction System	\$ 55,077	Goods	3
Joyce Spear		POL	Consultant and Administrative Support Services	\$ 99,999	PS	1
Richard R Harrison, Jr		POL	Consulting services for the traffic enforcement programs	\$ 25,000	PS	1
Bode Cellmark Forensics Inc.		POL	DNA Analysis	\$ 599,000	PS	6
Rockville Harley-Davidson, Inc.	Y	POL	Harley Davidson FLHTP Electra Glide Motorcycles	\$ 271,500	Goods	3
EAI Security Systems Inc	Y	POL	Inspection, Repair, Maintenance and Installation of Electronic Security System	\$ 2,815,800	NPS	1
Meggitt Training System Inc.		POL	Maintenance and Repair of the ATO-2003 Target Conveying System	\$ 79,020	NPS	3
Westwood Valet, Inc.	Y	POL	Multi-Agency Uniform Apparel Tailoring and Alteration	\$ 250,000	NPS	6
Atlas Cleaners, Inc.		POL	Multi-Agency Uniform Apparel Tailoring and Alteration	\$ 250,000	NPS	6
life Technologies Corporation		POL	Non-Competitive Contract - Increase the contract total value	\$ 169,237	NPS	3

Supplier	LSBRP	Dept	Contract Description	Total Contract Value	Purchasing Categories	Waiver Reason
East Coast K-9 Academy LLC d\ba Connecticut Canine Services		POL	Open Solicitation - Purchase of POL Canines	\$ 106,000	NPS	6
Montgomery Services, LLC	Y	POL	Roadside Pickup and Removal of Deer Carcasses	\$ 198,000	NPS	6
TASER INTERNATIONAL INC.		POL	TASERS AND ACCESSORIES	\$ 118,834	Goods	3
TASER INTERNATIONAL INC.		POL	TASERS AND ACCESSORIES	\$ 1,500,000	Goods	3
Lanigan, Ryan, Malcom & Doyle, P.C.		PRO	Auditing Services for Wage Requirements Law Compliance	\$ 45,000	PS	6
FieldTurf USA, Inc.		REC	Artificial Turf Maintenance	\$ 63,000	NPS	6
Amato Industries Inc./Amchlor		REC	Dry Chemicals for Swimming Pools	\$ 205,183	Goods	3
Washingtonian Coach Corporation		REC	Recreation Coach Bus Transportation	\$ 80,000	NPS	6
Academy Express, LLC		REC	Recreation Coach Bus Transportation Services	\$ 80,000	NPS	6
Andrew Vice		REC	Recreation Instructor	\$ 50,000	PS	1
Koa Sports League Inc.		REC	Recreation Instructor	\$ 50,000	PS	1
Elizabeth D Robinson		REC	Recreation Instructor	\$ 50,000	PS	1
Shannon Elizabeth King		REC	Recreation Instructor	\$ 50,000	PS	1
Caitlin I Lewis		REC	Recreation Instructor	\$ 50,000	PS	1
David Anthony Basile		REC	Recreation Instructor	\$ 50,000	PS	1
Sara E Hartman		REC	Recreation Instructor	\$ 50,000	PS	1
Allison Seery Boyle		REC	Recreation Instructor	\$ 50,000	PS	1
Tyler Benjamin Lucian		REC	Recreation Instructor	\$ 25,000	PS	1
Theresa Ann Bajorek		REC	Recreation Instructor	\$ 25,000	PS	1
Larry Darnell Johnson		REC	Recreation Instructor	\$ 30,000	PS	1
Julianna Duda		REC	Recreation Instructor	\$ 30,000	PS	1
Gitty Mohebban		REC	Recreation Instructor	\$ 26,000	PS	1
Yen-Ping Chao		REC	Recreation Instructor	\$ 28,000	PS	1
Skills and Scrimmages LLC		REC	Recreation Instructors	\$ 50,000	PS	1
Anike Robinson		REC	Recreation Instructors	\$ 99,000	PS	1
Kevin Guzman		REC	Recreation Instructors	\$ 75,000	PS	1
Nu-You Wellness And Fitness		REC	Recreation Instructors	\$ 145,000	PS	1
TKA Inc.		REC	Recreation Instructors - Martial Arts	\$ 125,000	PS	1
DC Approved Basketball Officials, Inc.		REC	Recreation Officiating Services	\$ 1,000,000	PS	1
Weyer's Floor Service, Inc.		REC	repairs, refinishing, sanding, and relining of wood gymnasium	\$ 345,000	NPS	6
BSN Sports LLC		REC	Softballs	\$ 104,000	Goods	3
Hatchik Supply Company		REC	Swimming Pool Parts and Equipment	\$ 120,000	Goods	3
Serrotte, Rockman & Wescott, PA		SHERIFF	Collective Bargaining Consultant	\$ 300,000	PS	6



Office of Procurement
Division of Business Relations and Compliance